

Message Text

LIMITED OFFICIAL USE

PAGE 01 LUXEMB 00220 281523Z

44

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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R 281500Z MAR 75

FM AMEMBASSY LUXEMBOURG

TO SECSTATE WASHDC 4346

LIMITED OFFICIAL USE LUXEMBOURG 0220

E.O. 11652: N/A

TAGS: BEXP, LU

SUBJ: PRODUCT OPPORTUNITY: ARBED STEEL ROLLING MILL

REF: STATE 067513

VARIABLE PITCH ROLLER STRAIGHTENER MENTIONED REFTTEL IS DESTINED FOR ESCH-BELVAL DIVISION OF ARBED. ENGINEERS AT BELVAL TOLD ECON OFFICER THAT MESTA QUOTATION IS NOT COMPETITIVE WITH QUOTATIONS FROM BRITISH AND GERMAN FIRMS FROM BOTH A TECHNICAL AND PRICE STANDPOINT. DIMENSIONS OF MESTA EQUIPMENT OF 40-60 INCH PITCH BETWEEN ROLLS DO NOT MEET BELVAL NEEDS FOR 1100-1800 MM PITCH. COST OF MESTA EQUIPMENT AT APPROXIMATELY 111 MILLION FLUX IS CONSIDERABLY HIGHER THAN GERMAN QUOTATION OF 75 MILLION AND NEARLY DOUBLE THE COST OF BRITISH EQUIPMENT. ARBED HAS ALSO REQUESTED BID FROM BLAU-KNOX AND IS AWAITING RESPONSE BEFORE MAKING PURCHASE DECISION, ALTHOUGH MESTA OFFER IS DEFINITELY OUT OF CON-
TENTION.FARKAS

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
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Margaret P. Grafeld
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